

2017 STOCKLAND INVESTOR DAY

Sunshine Coast, Queensland 15 June 2017



Aura, Queensland



Stockland
it's your place

INVESTOR DAY AGENDA

June 15, 2017

See our Investor Day website:

www.stockland.com.au/investor-centre/investor-day

TIME PRESENTATIONS

8:00am *Stockland in Queensland*

10:00am *Oceanside*

11:15am *Aura*

1:15pm *North Lakes*

2:00pm *Newport*

3:40pm *Hendra Distribution Centre*

4:25pm *Arrive Brisbane airport*



STOCKLAND ATTENDEES

MARK STEINERT

Managing Director and CEO

SIMON SHAKESHEFF

Group Executive Strategy
Stakeholder Relations and Research

JOHN SCHRODER

Group Executive & CEO
Commercial Property

ANDREW WHITSON

Group Executive & CEO
Residential

MICHAEL ROSMARIN

Group Executive & Chief
Operating Officer

STEPHEN BULL

Group Executive & CEO
Retirement Living

KATHERINE GRACE

General Counsel and
Company Secretary

TIERNAN O'ROURKE

Chief Financial Officer

KINGSLEY ANDREW

General Manager Queensland
Residential Development

AMY MENERE

General Manager Stakeholder
Relations

ANTOINETTE PLATER

National Manager Investor
Relations

ROBYN BANKS

Manager Investor Relations



STOCKLAND PRESENTERS

OCEANSIDE

Ben Simpson
Regional Manager

John White
Regional Manager

Paul Keleher
Regional Manager

AURA

Adrian Allen
Project Director

Hannah Madill
Development Manager

John Small
National Manager
Design Town Centres & Retail

Paul Keleher
Regional Manager

Tony D'Addona
General Manager
Logistics & Business Parks

NORTH LAKES

David Laner
Regional Manager

Kelly Miller
General Manager
Development & Design

NEWPORT

David Laner
Regional Manager

Ricky Stainkey
Development Manager

Paul Keleher
Regional Manager

HENDRA

Tony D'Addona
General Manager
Logistics & Business Parks

STOCKLAND UPDATE



OUR STRATEGY FOR SUCCESS

Our Vision

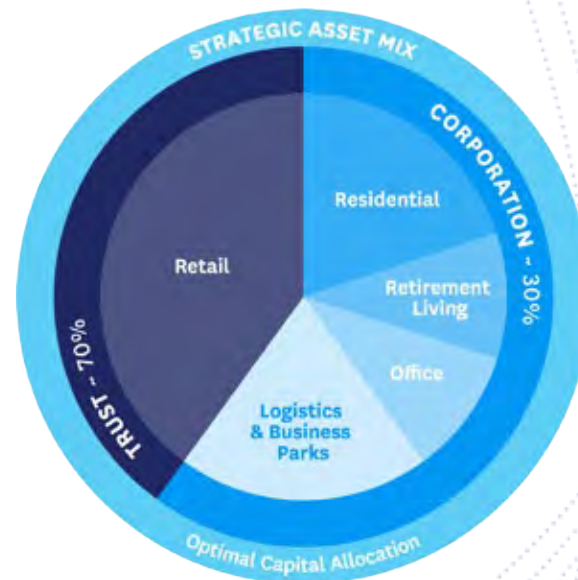
To be a great Australian real estate company that makes a valuable contribution to our communities and our country.

Our Values

Community
Accountability
Respect
Excellence

Our Purpose

We believe there is a better way to live



A better way to deliver shared value

Global leader in sustainability

Optimise and innovate

Efficient, innovative management

- 2.27MW of solar installed, >\$4m investment; feasibility across another 10 centres
- 30% reduction in retail electricity intensity from FY06 resulting in \$30m savings
- >4* NABERS Retail energy & water average in Qld
- Award for Project Innovation – Aura Engagement Excellence Program

Shape thriving communities

Healthier, more active communities

- 82% Community Personal Wellbeing Index results above national average (75%)
- >120,000 Heart Foundation Walks
- >3,500 participants Jamie's Ministry of Food Mobile Kitchen healthier Qld communities
- >2,800 residents involved in Live Life Get Active

CDP
Global A list
for climate
change action

#1
GRESB
diversified

DJSI #1

Aura, Queensland



Stockland in Queensland

Queensland contributes **18.4%** of the Australian GDP

24% of Stockland's assets are in Queensland

over **\$3.1 billion** already invested in major projects and properties

A further **\$6.3 billion** of investment is planned

We will deliver **30,000 new homes** to Queenslanders over the next 20 years



23

Largest number of Green Star rated retail properties in Australia.
11 in Queensland



39

Families move into a home in one of our Queensland residential communities every week



1,500+

Retirees call a Stockland Queensland retirement living village their home



122,000

customers visit a Stockland shopping centre in Queensland every day

Stockland in Queensland



RETAIL

12

PROPERTIES

332,407

SQM GLA

\$1.8b

BOOK VALUE



LOGISTICS AND
BUSINESS PARKS

3

PROPERTIES

92,277

SQM GLA

\$104.4m

BOOK VALUE



RESIDENTIAL

25

COMMUNITIES

34,989

LOTS REMAINING

\$8.8b

APPROX. END VALUE



RETIREMENT
LIVING

7

VILLAGES

1,192

ESTABLISHED UNITS

\$130m

BOOK VALUE



OFFICE

1

PROPERTY

7,887

SQM NLA

\$28.8m

BOOK VALUE

Queensland economy

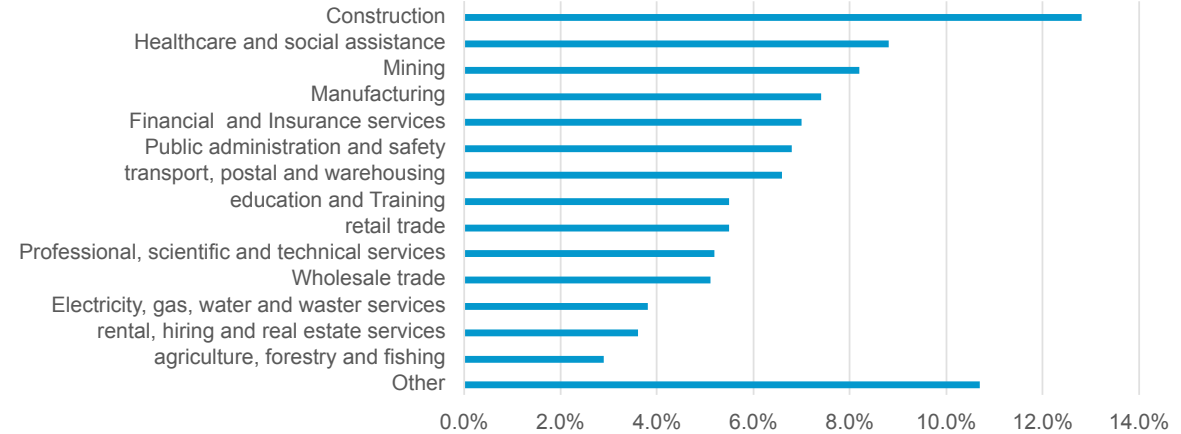
Positioned well for 2017 and beyond

Drivers of Queensland economic recovery are broad based

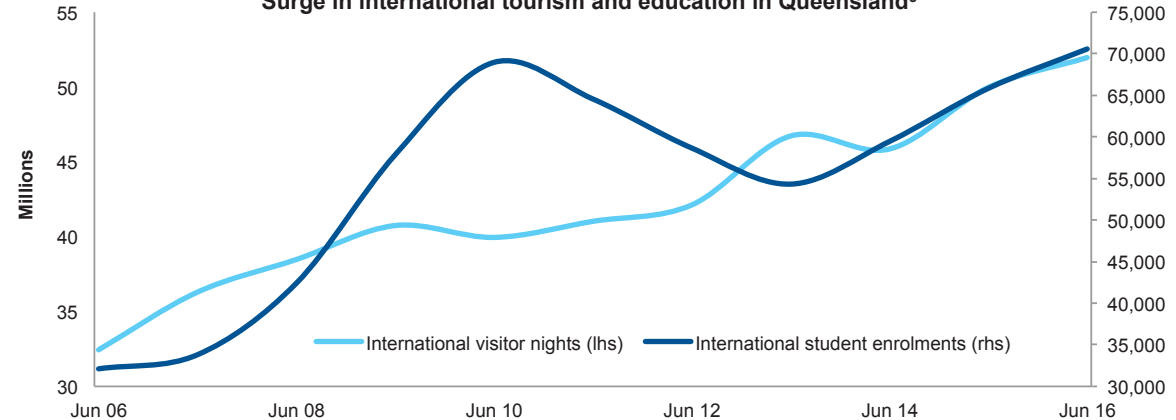
- Queensland GSP growth expected to be fastest growing state from 2018 to 2021-22¹
- South East Queensland to see the largest share of construction activity in the state, \$6.8b funded over next 5 years, with potential to grow to \$12.9b²

\$10.7b
capital programmes³
supporting
31,000
jobs

Queensland economy is broad based⁴



Surge in international tourism and education in Queensland⁵



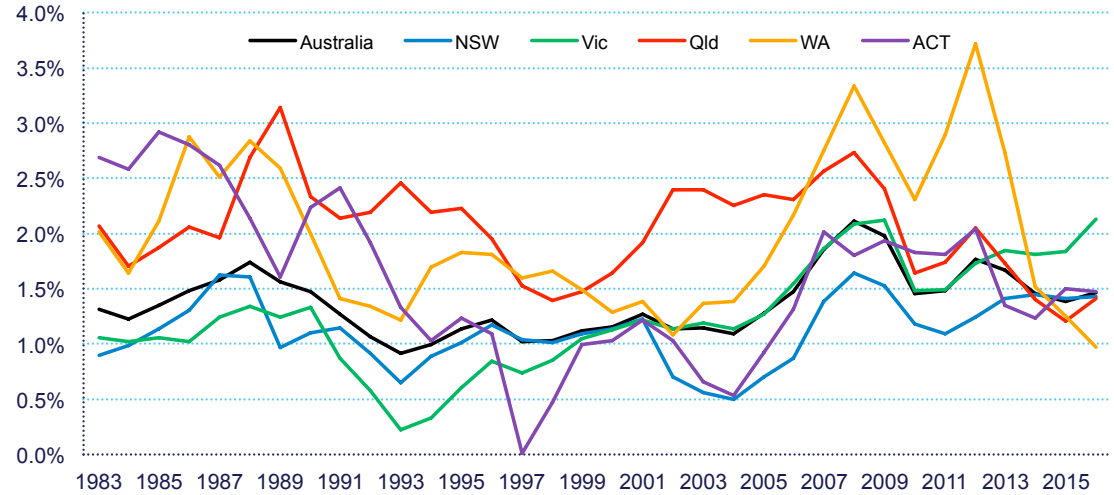
- Deloitte Access Economics Queensland Business Outlook May 2017
- Under construction and committed (BIS Oxford economics) 2017 Major Projects Pipeline report, Queensland Engineering Construction Outlook
- Queensland Government Mid Year Fiscal and Economic review
- ABS, Contribution to GDP
- ABS, Tourism Research Australia, Department of Education and Training

Queensland economy

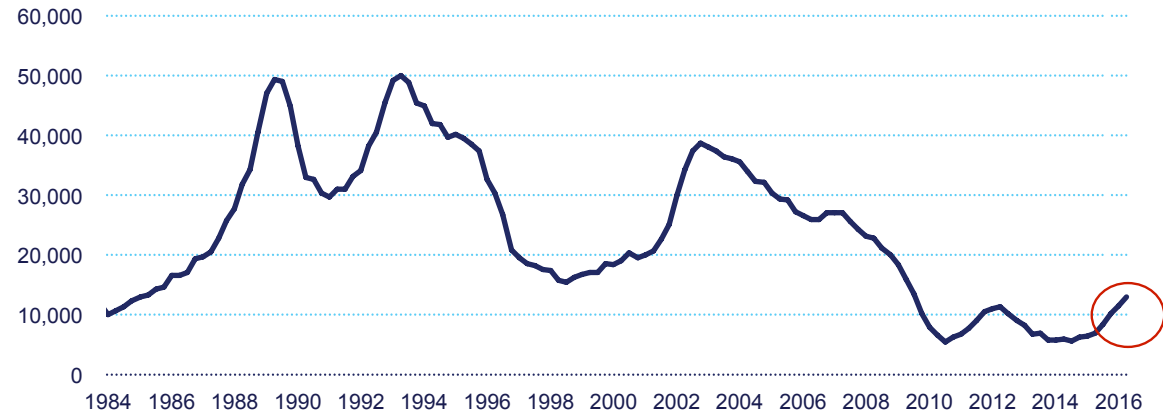
Population growth

- Queensland interstate migration trending up, now at seven year highs
- Strong jobs growth in 2016 in healthcare, construction and other services is expected to continue
- Jobs growth and relative affordability to support underlying demand

Annual Population Growth Rates



Qld Interstate Migration – Annual

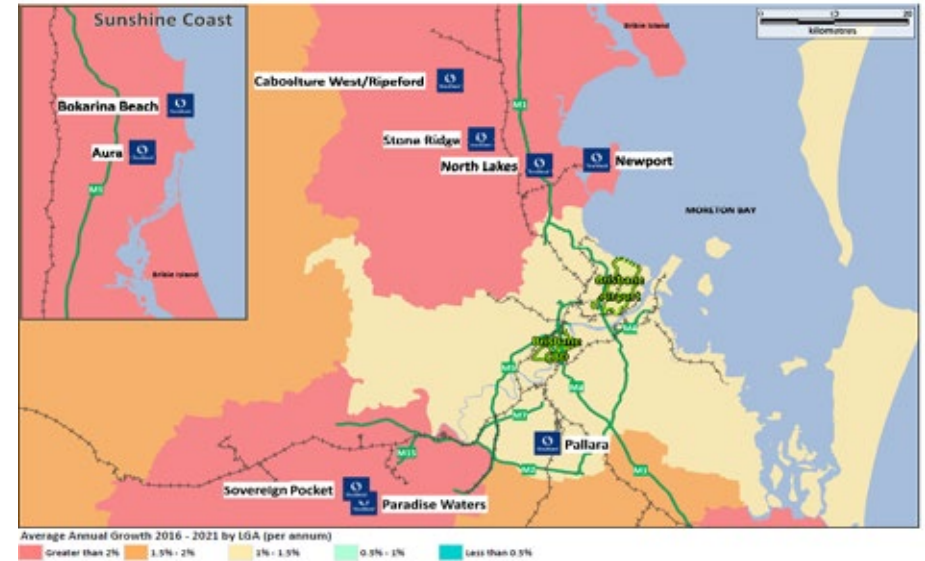


Source: ABS

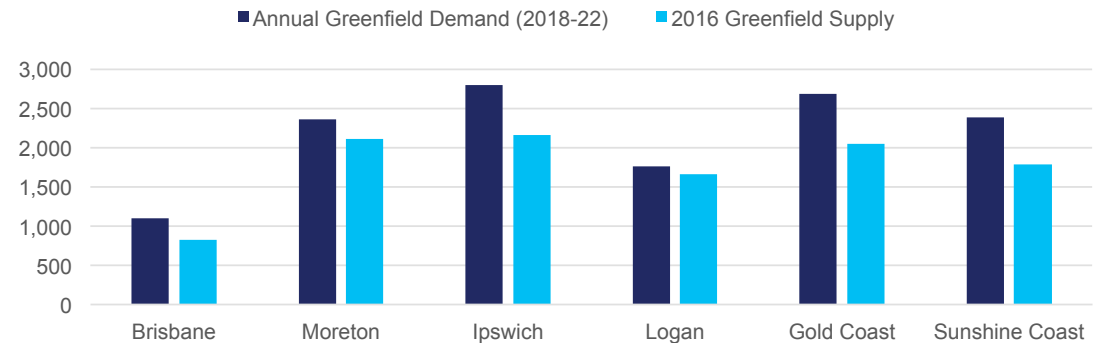
Queensland economy

Employment and Population growth

- Over 75,000 new jobs in Queensland, forecast by 2021 in healthcare and education with total employment expected to grow by 7.9%¹
- 142,000+ new job opportunities are forecast in South East Queensland by 2021²
- Our projects are located in high population growth corridors³
- Where demand for vacant land exceeds current supply



Greenfield Demand vs. Supply³

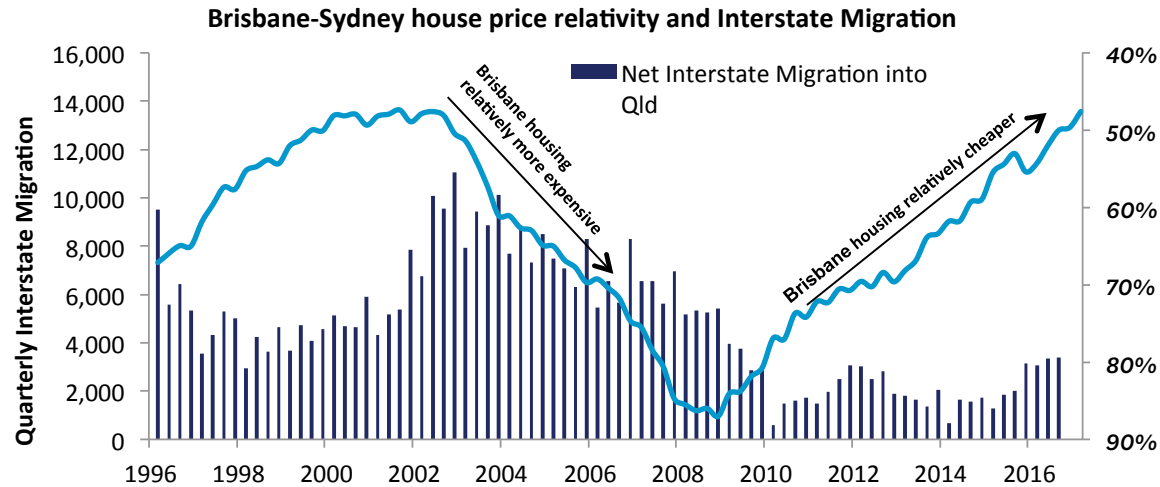
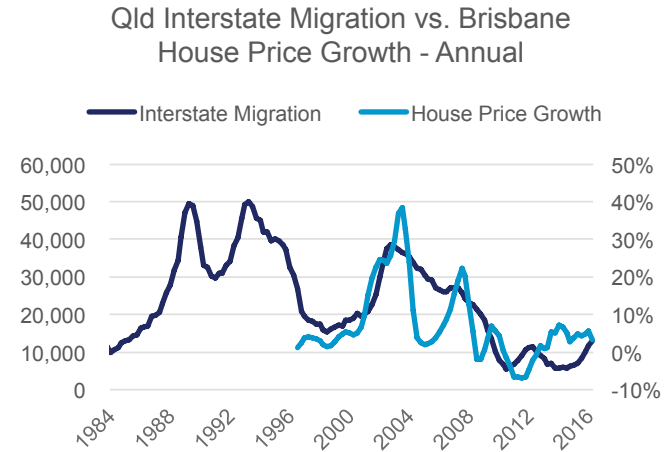
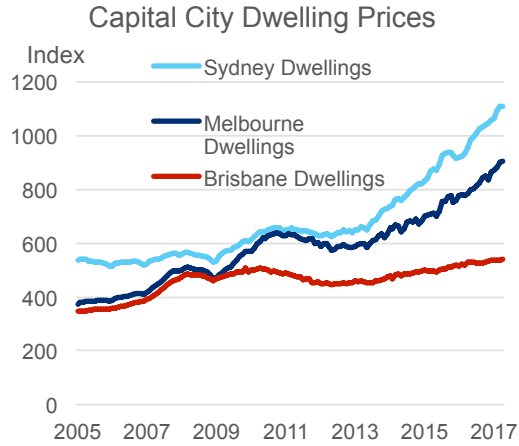


1. Australian Government Department of Employment, Industry Employment Projections 2016 report
2. Urbis
3. ID Placemaker
4. National Land Survey Program – Charter Keck Cramer/Research4, id., ABS, Stockland Research

Queensland economy

Affordability

- Dwelling price growth has been quite moderate in Brisbane relative to Sydney and Melbourne
- Queensland house price growth has followed interstate migration in the past



Leading in housing affordability

Launched “50 homes in 50 days” in Queensland in May

House and land packages priced at or under \$450,000 in nine of our masterplanned communities, affordable brand new homes in family friendly communities close to schools, childcare, retail facilities, transport and work

Current starting prices for house and land packages at our Queensland communities are:

- Greater Brisbane Area
 - Pallara \$450,000
 - Stone Ridge at Narangba \$415,960
 - Sovereign Pocket at Deebing Heights \$318,528
 - North Lakes \$403,400
- Gold Coast
 - Vale at Holmview \$442,730
 - Ormeau Ridge \$442,383
 - Foreshore Coomera \$450,000
- Sunshine Coast
 - Aura \$450,000
- Townsville
 - North Shore \$305,800



Pallara, Brisbane

COMMERCIAL PROPERTY

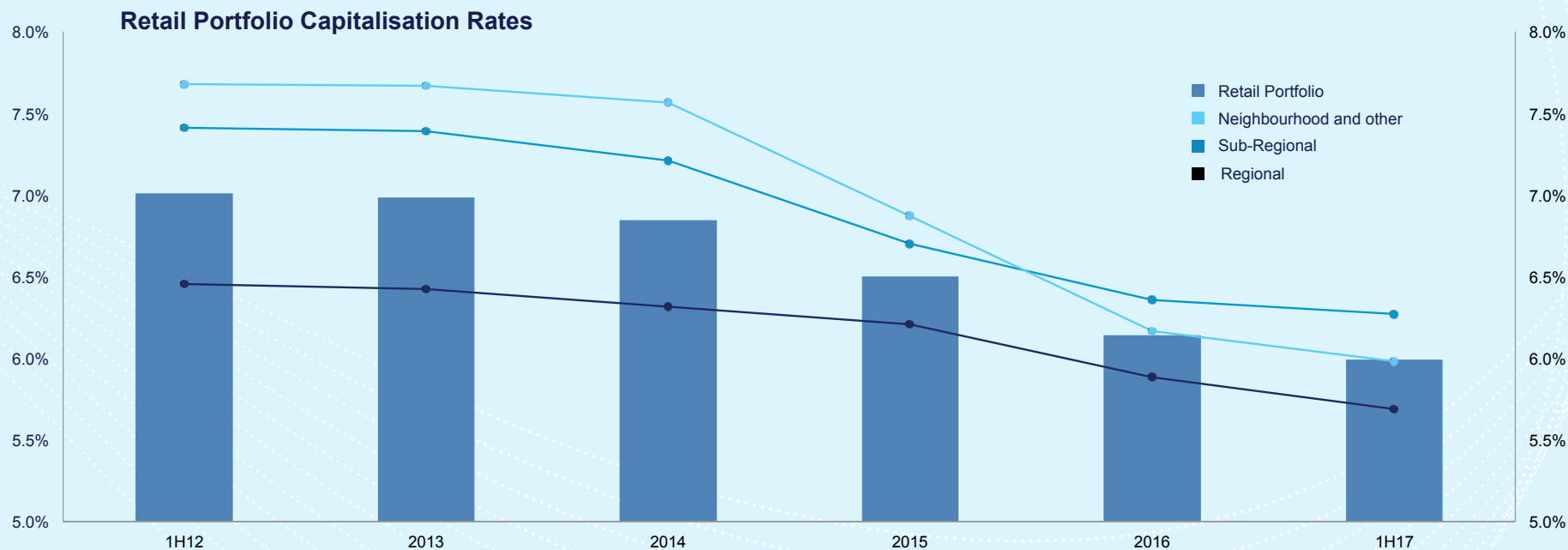


Hendra Distribution Centre, Brisbane

Retail portfolio composition has changed substantially over past five years

As at 31 December 2011	Retail Portfolio %	Specialty Occupancy cost	Total MAT \$m
Regional	26%	16.1%	\$940
Sub-Regional	61%	13.4%	\$3,603
CBD, Neighbourhood and other	13%	14.1%	\$562

As at 31 December 2016	Retail Portfolio %	Specialty Occupancy cost	Total MAT \$m
Regional	46%	16.8%	\$2,372
Sub-Regional	44%	14.0%	\$3,353
CBD, Neighbourhood and other	10%	13.9%	\$716



Far North Queensland snapshot

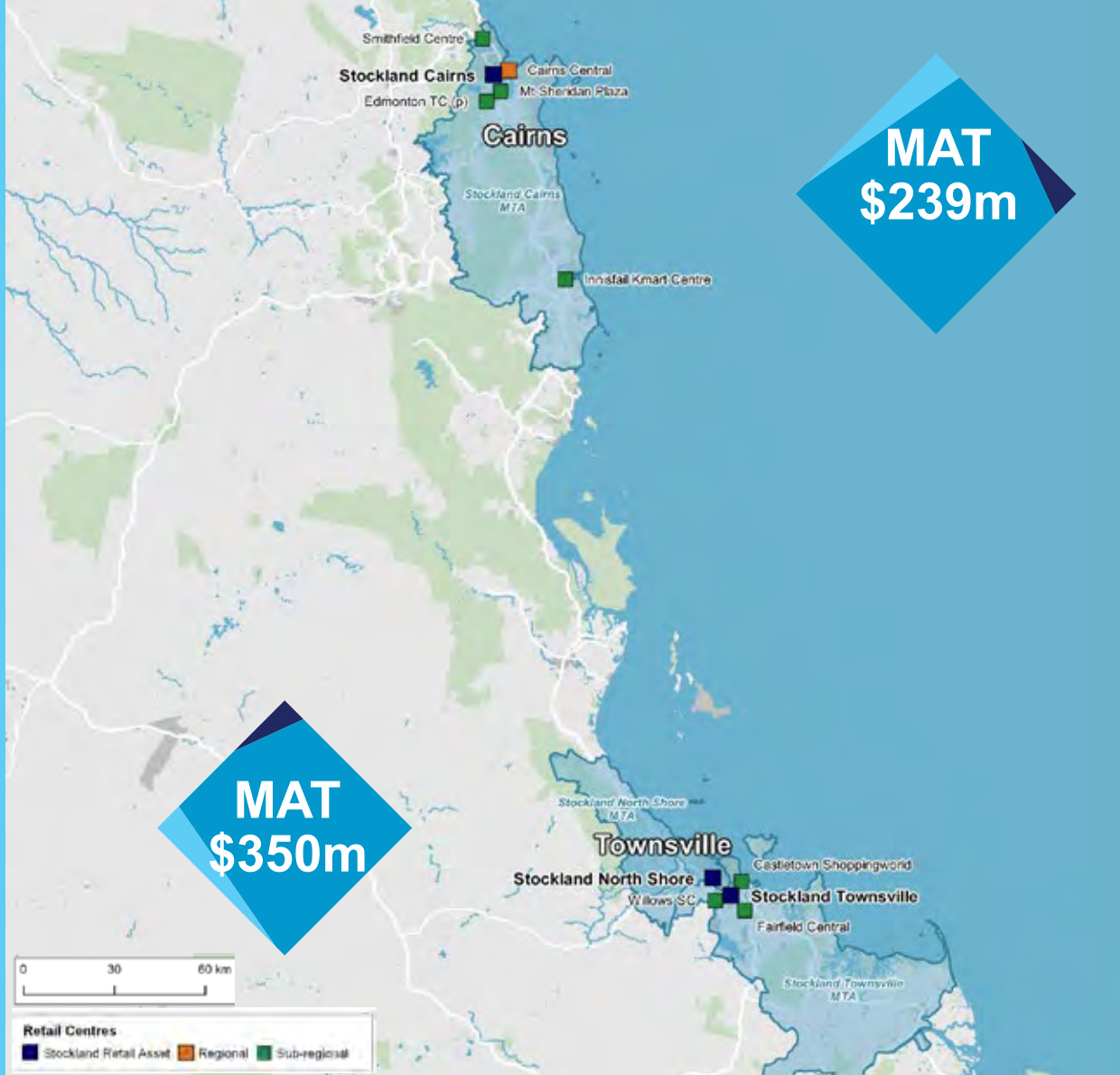
- 12m customers visit these centres every year
- Online leakage lower than national average
- Specialty sales productivity trading above \$8,500/sqm

Plans underway to enhance customer experience

Stockland Cairns

Stockland Townsville

- Building an international mini-major
- Remixing apparel
- DA approved for a flagship theatre / entertainment/ fast casual dining precinct on adjacent land



Retail

Central Queensland snapshot

Trade area metrics

- 17.4m customers visit these centres every year
- Online leakage lower than national average
- Specialty sales productivity trading above \$8,000/sqm

Plans underway to enhance customer experience

Stockland Rockhampton

- Fast casual dining, Anaconda and Harris Scarfe completed and now trading
- Remixing underway
- Large international mini-major under construction
- DA submitted to enhance existing theatre and entertainment offer

Stockland Gladstone

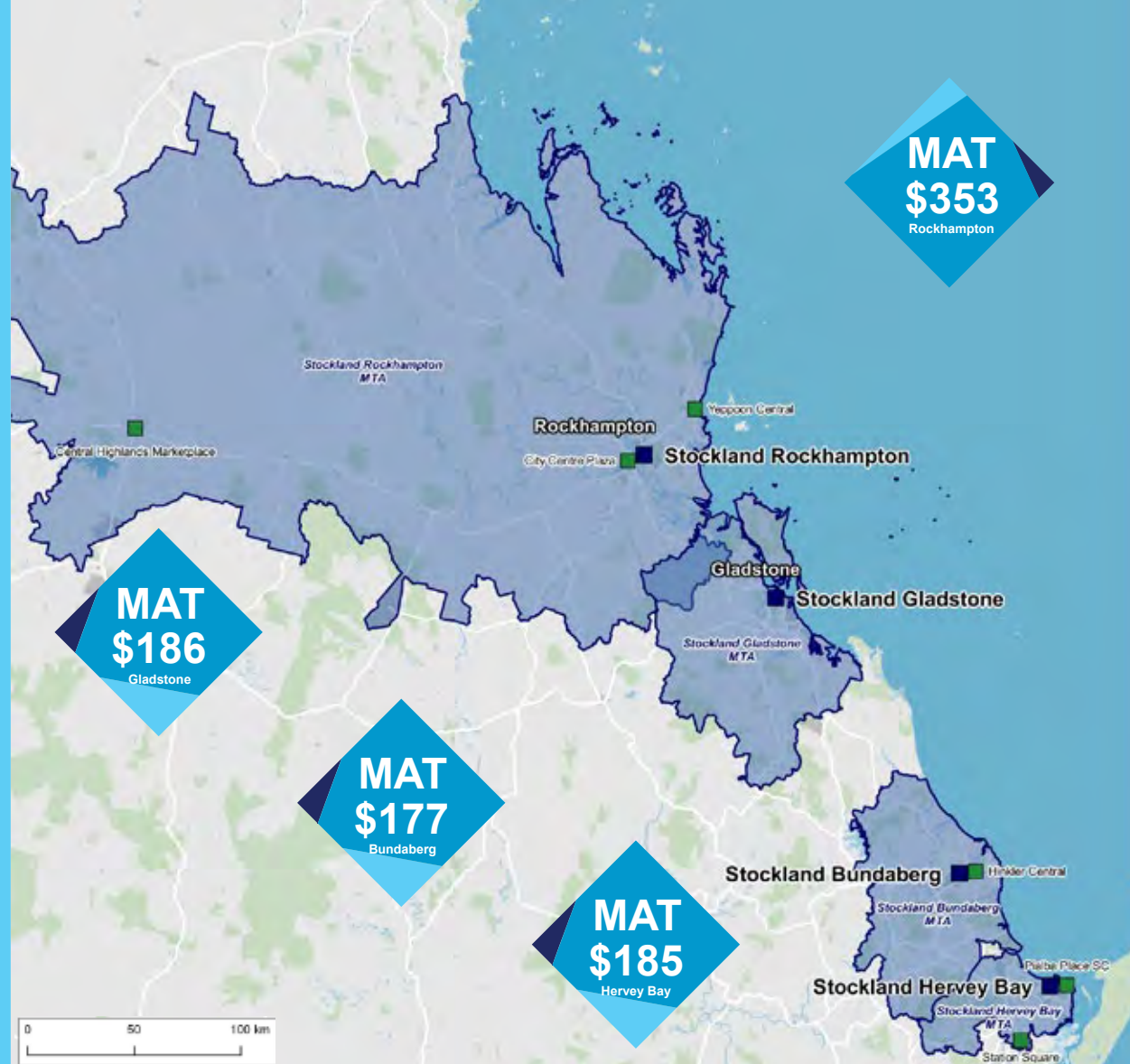
- Sales rebasing from cyclical highs impacted by mining and LNG slowdown, still very productive, fully leased
- Fast casual dining precinct completed
- Remixing apparel
- Major tenant upgrades and long WALE the next step

Stockland Bundaberg

- New flagship Coles opened for trade, centre upgrade completed
- Fast casual dining DA for six restaurants secured and commenced
- Remixing underway

Stockland Hervey Bay

- Redevelopment of IGA supermarket underway
- JB HI-FI secured, plus a sporting offer
- Theatre DA secured



Retail

South East Queensland snapshot

Trade area metrics

- 13.6m customers visit these centres every year
- Specialty sales productivity trading above \$8,000/sqm

Plans underway to enhance customer experience

Stockland Caloundra

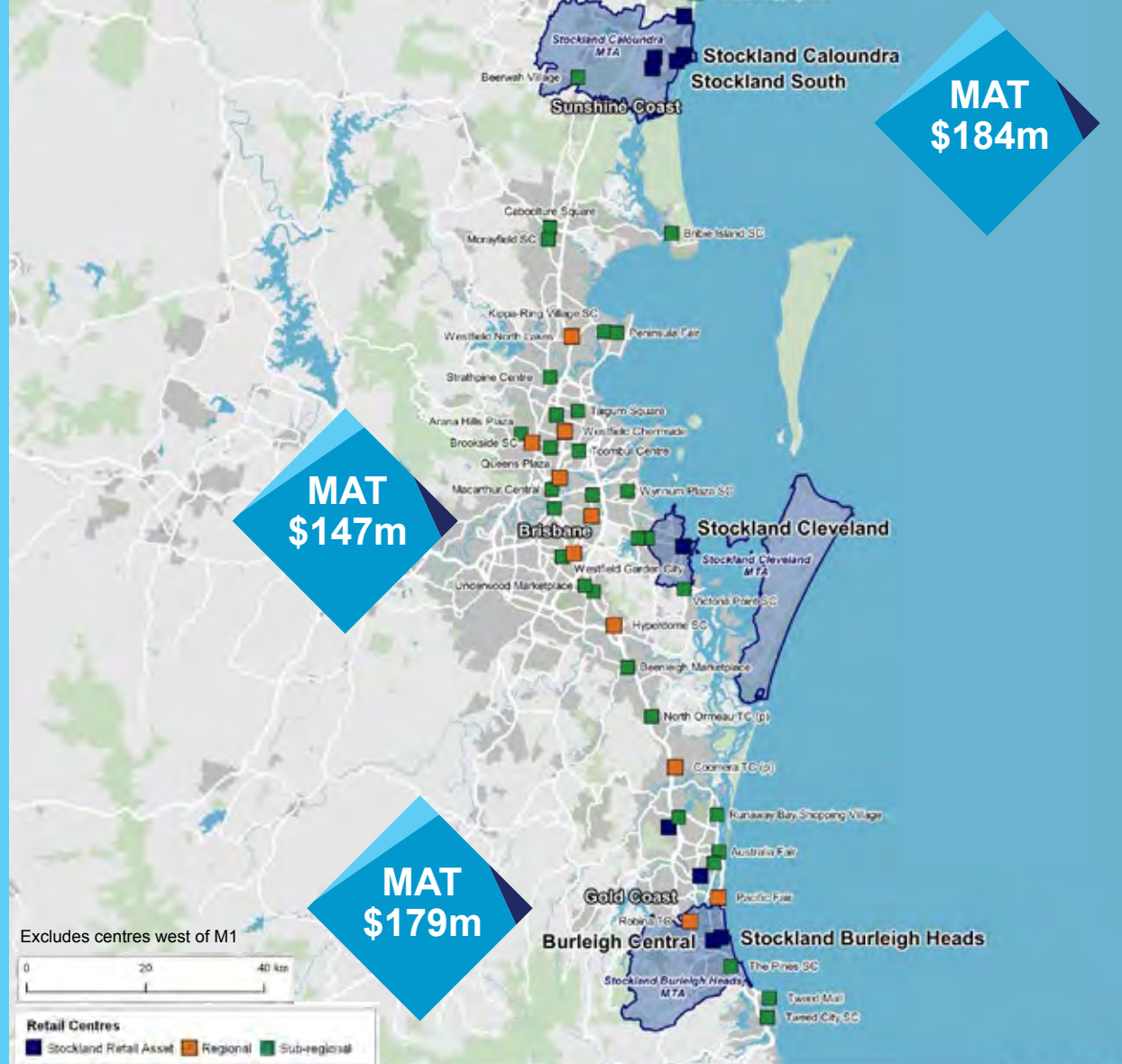
- Highly productive centre
- Renewing anchors
- DA for theatre/ entertainment/ fast casual dining in progress

Stockland Cleveland

- Strong supermarkets
- Land secured to expand food and fast casual dining offer
- Longer term mixed use potential

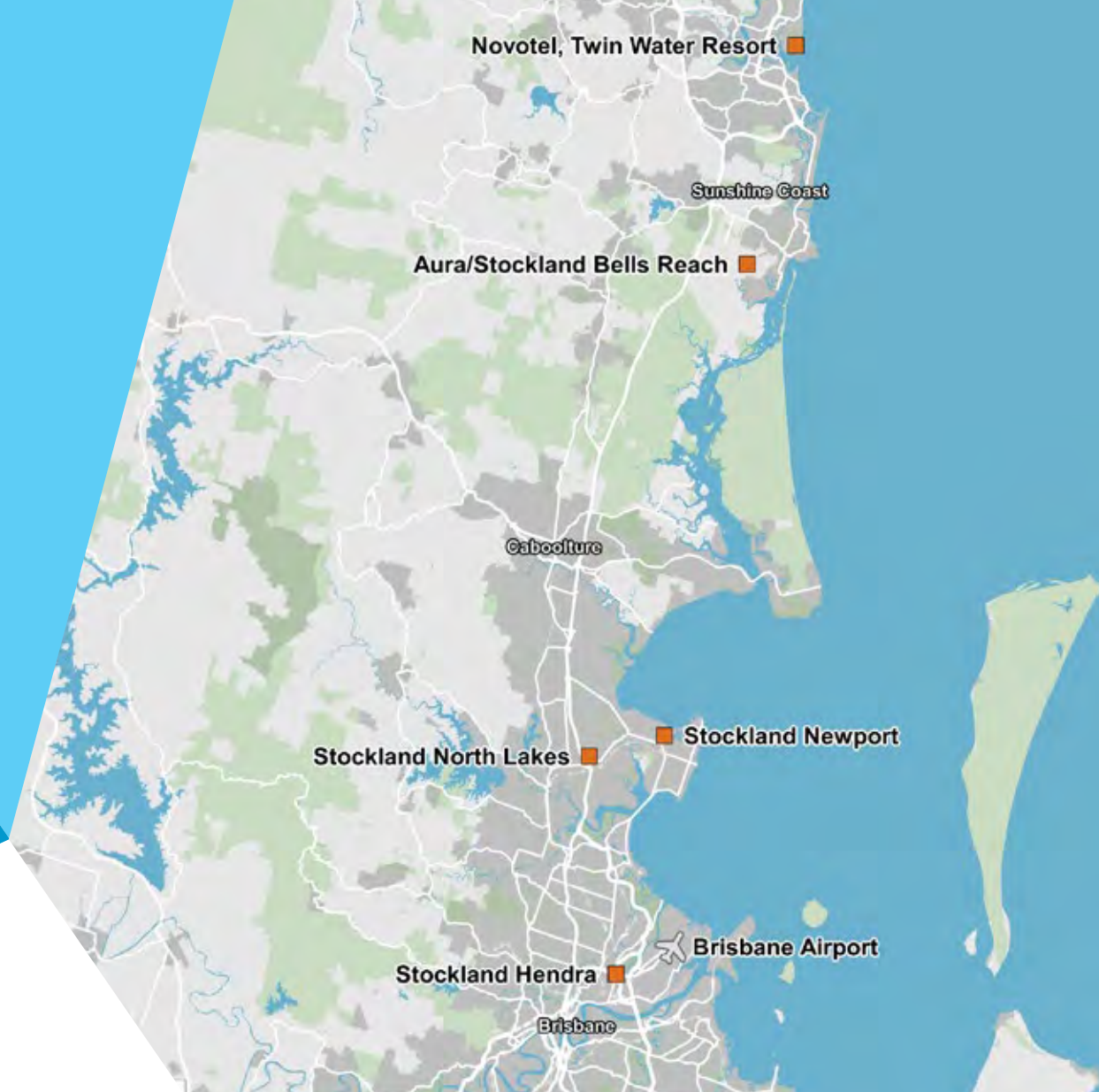
Stockland Burleigh Heads

- Added Aldi, medical/dental offering, banks and fresh food/ Earth Market
- JB HI-FI and fast casual dining under development
- Adjacent to fully leased large format retail



INVESTOR DAY MAP

June 15, 2017



OCEANSIDE

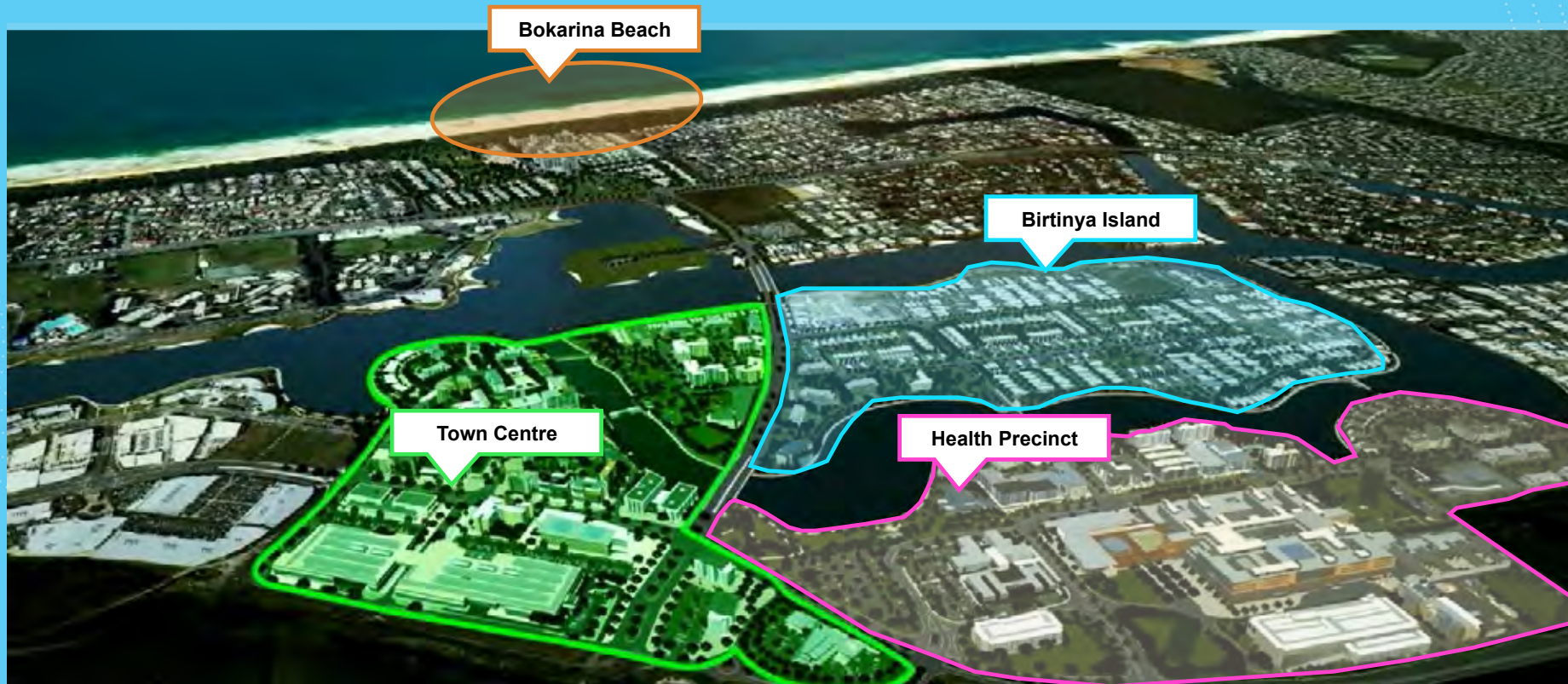
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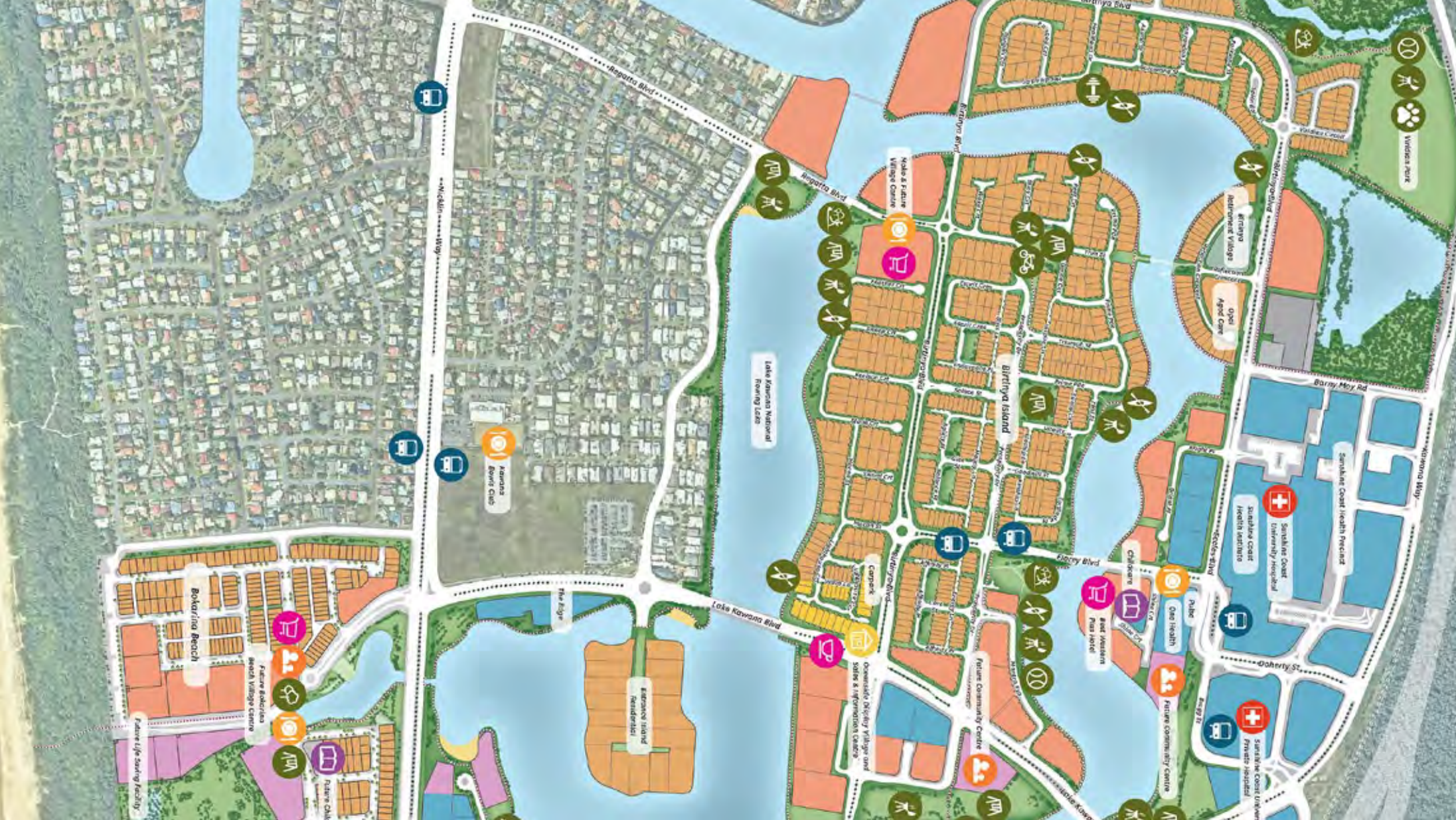


OCEANSIDE



Oceanside







Shape thriving communities

Oceanside - Bokarina

Community Connection

- ~3,000 future population
- 291 homes sites
- Six apartment sites, up to 750 apartments
- One motel site (80 rooms)
- 3,500sqm of ground floor retail

Health and Wellbeing

- 7ha of open space
- Key Coastal Pathway connection
- Beach access and Surf Life Saving Club site
- Lake connection and pedestrian underpass under Nicklin Way

Education

- Child care centre
- Community centre site



Shape thriving communities

Oceanside - Birtinya

Community Connection

- ~5,600 future population
- All 800 home sites sold
- Ten apartment sites remaining, 780 apartments
- Two commercial sites, ~10,000sqm GFA

Health and Wellbeing

- Seven parks, ~4ha
- 3.5km of walkable waterfront

Education

- Child care centre
- Community centre and library



Residential
lots 100% sold
out FY17

Shape thriving communities

Oceanside – Town Centre

Community Connection

- ~3,900 future population
- ~20,000sqm shopping centre
- 1,000+ apartments, including hotels (3)
- 60,000sqm of commercial/ health industry GFA
- Service Station
- Serviced by future rail, light rail and bus interchange

Health and Wellbeing

- 1km walkable waterfront
- Town square
- Pedestrian bridges to Sports Precinct and North Birtinya
- Entertainment precinct, including cinema

Education

- Potential for tertiary education providers in commercial/health GFA



Shape thriving communities

Oceanside Health Precinct

Australian First

- Masterplanned to accommodate a broad range of complementary business and accommodation uses
- A highly collaborative, 24/7 medical, science, research, technology, live, work, play precinct
- Public and Private Hospitals now operational
- Public Hospital includes Sunshine Coast Health Institute – dedicated education, training and research facility

80%
Health Precinct
sites sold

No.1
Investment
location

80%
to be developed
in next
12 months



Shape thriving communities

Oceanside Health Precinct

Key Economic Driver

- \$2.5b investment
- ~18% of total direct jobs to be generated on the Sunshine Coast
- ~32,000sqm of allied health, specialist hospital facilities, health accommodation and health-related research, education and training facilities delivered

9,000¹
New direct jobs

~650
new dwellings
built



Shape thriving communities

Birtinya Retirement Village

Our first greenfield vertical retirement village

- Construction of the \$63 million village began in November 2016, and is due for completion in early 2018
- Comprises 140 one, two and three bedroom low maintenance apartments all with dedicated parking spaces
- Facilities include an integrated clubhouse, gymnasium, wellness centre, outdoor pool with dining areas and landscaped gardens
- Adjacent to a new 151 bed Opal Aged Care facility and in walking distance to the world-class Sunshine Coast Health Precinct



Artist impression

Stockland Birtinya



AURA

2



Shape thriving communities

Aura

Community Connection

- Seven self contained sustainable neighbourhoods
- 20,000 long term jobs
- 20,000 dwellings
- Major city centre
- 200ha walking & cycling paths
- Future Rail line and station

Health and Wellbeing

- 18 major sports and recreation parks
- 700ha of land for rehabilitation
- 200km bike network
- 30 community facilities

Education

- 20 schools of excellence

2017 Winner

Property Council
National Project
Innovation Award





BRUCE HIGHWAY

RACECOURSE ROAD

BELLS CREEK ARTERIAL

FUTURE BUSINESS & ENTERPRISE PARK - NORTH

TEMPORARY ROAD CONNECTION

BELLS CREEK NORTH

FUTURE BUSINESS & ENTERPRISE PARK - WEST

FUTURE RETAIL SHOWROOMS

 Baringa
at AURA

FUTURE NORTH HWY INTERCHANGE

FUTURE RETAIL SHOWROOMS

FUTURE AURA BLVD

FUTURE BELLS CREEK ARTERIAL

PROPOSED RETAIL CENTRE

PROPOSED COMMUNITY CENTRE

PROPOSED RETAIL CENTRE

PROPOSED LEARNING CENTRE

PROPOSED COMMUNITY CENTRE

PROPOSED LEARNING CENTRE

FUTURE CIVIC CENTRE

PROPOSED UNIVERSITY

FUTURE PEOPLE'S PLACE

FUTURE RETAIL SHOWROOMS

PROPOSED COMMUNITY CENTRE

FUTURE AURA CITY CENTRE





Shape Thriving Communities - Aura

Community Connection

Australia's largest masterplanned community in single ownership and largest 6 star Green Star community, Aura will be a city that caters for every life stage.

Aura has the most diverse product range of any Stockland project to enable all customer types to purchase. The primary target market is first and second home buyers, single families and pre-retirees. Aura's first suburb, Baringa, has been designed to cater for these customers.

The Baringa Village Hub is located in the centre of the community, where residents can live, eat, work, shop and entertain close to home.

Community Connection

The Baringa Village Hub will provide a high quality education precinct, from primary to Year 12. The Community Hub and a district retail centre including cafes, tavern and medical facility is forecast for completion in 2018. A range of recreation, sporting facilities and housing will support all parts of the community. We have had 8,000 enquiries since launch.

We are delivering amenities early. We have already opened the first stage of Aura's "Veloway" - a two way cycle highway. Stage 1 of the \$115million Bells Creek Arterial Road completed in February 2017. Our Neighbourhood Sports Park and Club House is planned for completion in October this year.

Health and wellbeing

We are committed to the protection and enhancement of the Pumicestone Passage catchment. Over 700ha (nearly one third of the site) is to be rehabilitated from degraded pine plantation site. We are creating new habitat for rare & endangered flora and fauna including the Wallum Sedge frog.

Education

Our vision is to create a knowledge-based community with learning centres in every neighbourhood, focused on providing educational excellence, and attract and nurture talented people, build intellectual capital, harness economic opportunities and foster innovation.

Baringa – Aura's first suburb

Bringing the vision to life



Bells Creek Arterial

Aura Business & Industry Park

Bellvista

Bells Reach

Jan 2017

Construction starts on Qld's first STEM primary school

Oct 2016

Opened Boulevard Bridge and first settlements

Jan 2017

First residents move in

Feb 2017

Bells Creek Arterial opens

May 2017

1st park opens, 4ha sports park starts construction

Jun 2017

1st display village and Vision Centre opens

Shape thriving communities

Aura Town Centre Masterplan

One Stockland approach to bring forward delivery of a true mixed town centre

Integrated Approach

Retail

- 86,000sqm major centre
- Three district centres
- Seven local centres

Business and Industry Park

- 400,000sqm of business and industrial park
- Individual lots range from 1,000sqm to 3,000sqm
- 40,000sqm retail showroom
- 7.5ha district sports park
- Target 5,000 jobs

Retirement Living

- Opportunity for three additional villages



NEWPORT

4

The logo for Newport, featuring a stylized blue wave icon above the word "Newport" in a blue, sans-serif font.



Shape Thriving Communities - North Lakes

Community Connection

Award winning masterplanned community, now home to ~22,000 residents. North Lakes is 25km north of the Brisbane CBD in one of Queensland's fastest growing regions. The community is convenient to transport with immediate access to the Bruce Highway, and close to the Mango Hill rail link station.

North Lakes offers a diverse choice of housing options across a range of villages from Club North, Circa and SoLa.

The North Lakes Business Park provides a thriving business base, and is home to Brisbane's first Costco warehouse and to Brisbane's second IKEA store.

Community Connection

North Lakes Retirement Living Village is within easy walking distance from the shopping centre and health precinct. Residents enjoy amenities including a café, heated pool and spa, gym, library, salon, bowling green, dance floor and residential workshop.

Education

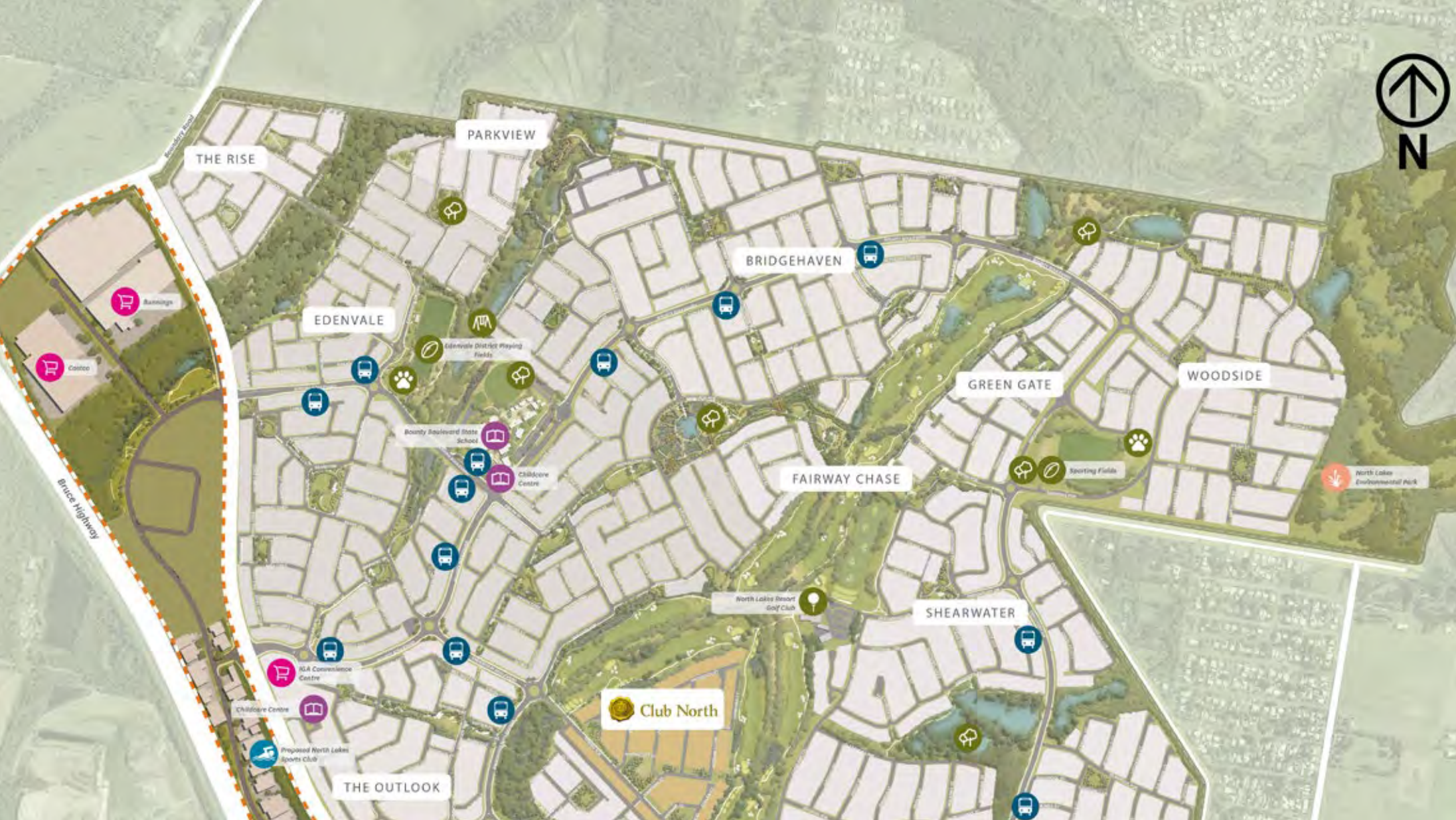
Our families can choose from three schools and six childcare centres.

Health and wellbeing

North Lakes has a range of outdoor pursuits, with over 20% of the site area dedicated to manicured parklands wetlands, sportsfields and open spaces, including 80 km of bikeways and walking trails. Stockland sponsors the Live Life Get Active fitness program which includes the highly popular weekly parkrun. There is an 18-hole championship golf course in the community.

The North Lakes Aquatic Centre has outdoor play and teaching pools and has one of the region's largest swim school programmes.

The community is also home to a \$52M Queensland Health Medical Precinct, including a 200 bed multi-storey Private Hospital & specialist medical centres.



THE RISE

PARKVIEW

BRIDGEHAVEN

EDENVALE

GREEN GATE

WOODSIDE

FAIRWAY CHASE

SHEARWATER

THE OUTLOOK

Club North

North Lakes Environmental Park

Bruce Highway

Boundary Road

Bounty Bayward State School

Childcare Centre

RAA Convenience Centre

Childcare Centre

Proposed North Lakes Sports Club

Edenvale District Playing Fields

Sporting Fields

North Lakes Resort Golf Club

Residence

Centre



Shape thriving communities

North Lakes

Community Connection

- North Lakes was crowned Australia's Best Masterplanned Community by the UDIA in 2011
- Winner of Property Council Australia's National Award for best masterplanned community in 2017
- Amongst highest Liveability score of our communities, reflecting it as a desirable place to live and a strong sense of community

Health and Wellbeing

- Over 20% of site area is dedicated to wetlands, public open space, recreational & leisure facilities
- Numerous health services are available in the community, ranging from medical centres and allied health providers, to the dedicated North Lakes Health Precinct and a private day hospital



Shape thriving communities

North Lakes Retirement Resort

Community Connection

The resort style clubhouse features a spa, swimming pool and gym. The community also has a putting green, croquet lawn and bocce court library, restaurant and bar, and hair and beauty salon . The village bus provides pick-up and drop-off services. It's also used for regular day trips and events

Health and Wellbeing

Our residents may benefit from the nurse clinic on-site. Visiting healthcare professionals are also available, along with a 24-hour emergency call service



Shape thriving communities

North Lakes townhomes

SoLa

- 120 townhomes with a central park including BBQ & picnic facilities, launched in July 2015
- Over 90% sold, with first settlements in FY17
- The majority, 70%, are three bedroom townhomes, the balance are two bedroom townhomes
- Buyer mix is 45% owner occupier, 55% investor, majority investors are local
- Price points \$370k - \$550k (Ave \$455k)
- Gross rental yields ~5%

Vida

- August 2017 launch of 96 townhomes with a central space including a pool
- product mix includes four bedroom townhomes
- Price points \$400k - \$600k (Ave \$485k)



Artist impression

NORTH LAKES

3



NORTH LAKES®
Live more. Now.



Newport – 2017

Masterplanned community

Acquired
December
2014

Masterplan
redesigned

Commenced
work
December
2015

Public
launch April
2016

First
settlements
July 2016





Horton Road

Archer Avenue

Waglan

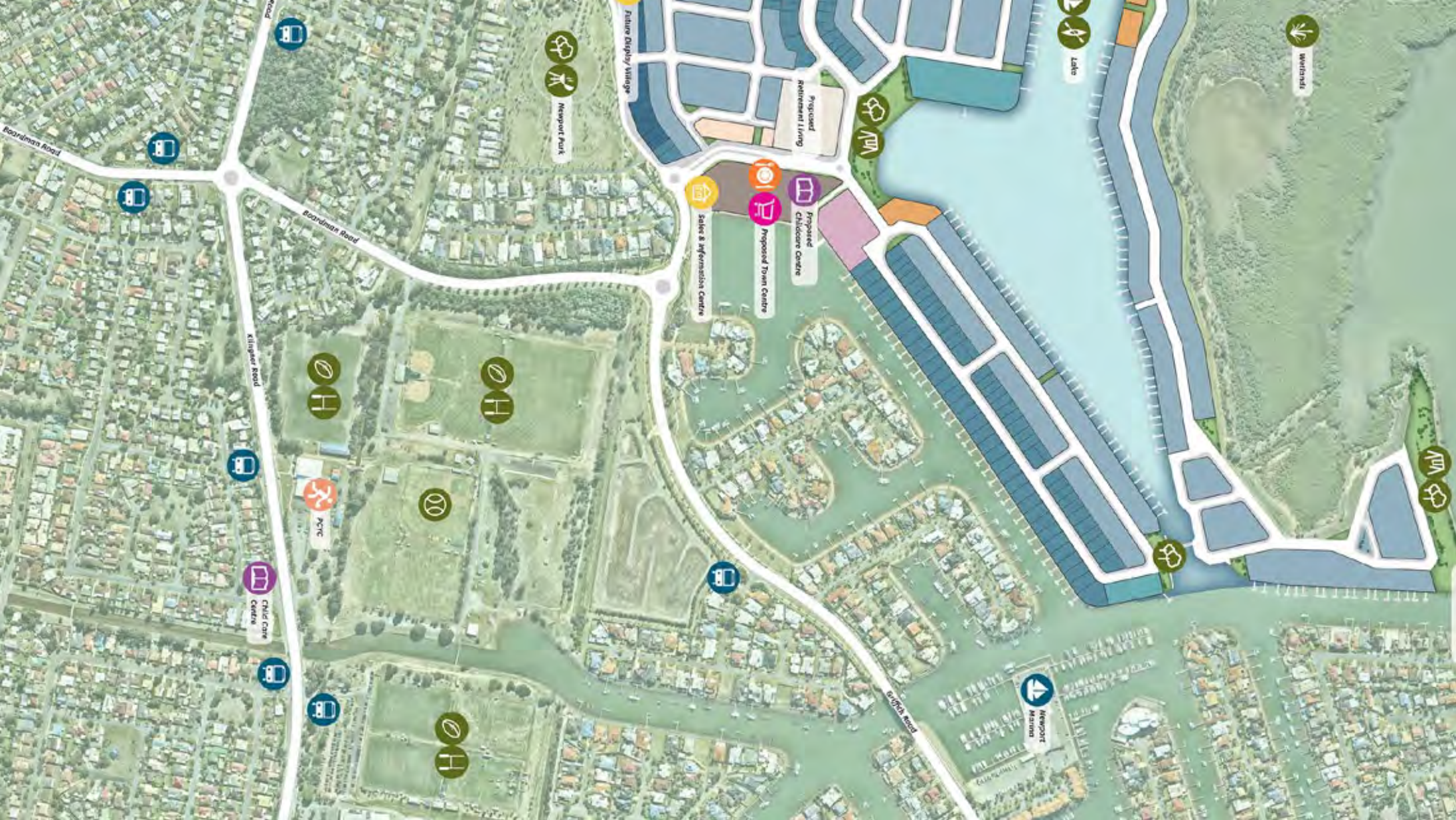
Commercial

Future A/L Sports
Complex (by others)

Eco Corridor

Seamus Lane
Childcare Centre

Mercurius Road
Sports School



Newport

Shape thriving communities



Shape thriving communities

Newport

Community Connection

Newport is located on the shores of Moreton Bay, within walking distance to the Kippa-Ring Train Station, providing residents with an easy commute to Brisbane CBD.

Health and Wellbeing

The 23 hectare lake with a navigable lock will provide high mast boat access to Moreton Bay. The community includes a village centre with retail and dining, walking and cycling paths and a number of foreshore and waterside parks.

Education

Newport is close to multiple schools and childcare centres



2,300+
DWELLINGS

Lakeside
Park and
amenities

Shape thriving communities

Retirement Living at Newport

Community Connection

- The Retirement Village will address the need for additional retirement accommodation on the Peninsula, over 65 demographic is forecast to grow by 48.5% between 2015 and 2026¹
- Two, six-storey buildings linked by a central, landscaped podium will contain 124 apartments.

Health and Wellbeing

- Located at the heart of Newport, the Retirement village will sit adjacent to the Lakeside Park, and across the road from the Marketplace



1. Customised projections prepared for the Australian Government Department of Social Services by the Australian Bureau of Statistics.
Title of the projection: National Aged Care Data Clearinghouse (NACDC)
NACDC: Population projections, 2012 (base) to 2027 for all states and territories at Statistical Area Level 2 (SA2) by sex and age.⁶

HENDRA

5



Shape thriving communities

Logistics and Business Parks

Our L&BP Portfolio

- We have 27 Logistics and Business Parks encompassing over 1.3m sqm of building area
- Over \$480m of acquisitions since FY13 to improve portfolio returns and provide development opportunity
- Commenced \$80m Warwck Farm, Sydney development in May
- **Hendra Distribution Centre**
- 83,000sqm industrial estate with 19 warehouses from 1,200sqm to 7,700 sqm
- large distribution centre, office spaces and amenities over 12.8ha
- Easily accessible by road, port and air in Brisbane's trade coast precinct
- Repositioning from older style warehouses to modern business park and showroom space

Pallara

Planning underway for Willawong Business Park, 19km from Brisbane CBD, adjacent to residential community

\$2b L&BP portfolio

New ten year lease
to CV Services
at \$100/sqm

Hendra Distribution Centre



Thank you

Stockland Corporation Limited

ACN 000 181 733

Stockland Trust Management Limited

ACN 001 900 741; AFSL 241190

As responsible entity for Stockland Trust

ARSN 092 897 348

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